

The Helen Delich Bentley Port of Baltimore

NOVEMBER/DECEMBER 2008



Evergreen & the Port of Baltimore – **10 MORE YEARS!**

LOCKED & LOADED

Riggers Secure
Unusual Cargos

YEAR-ROUND FUN

Port's Schedule
of Cruises Booms

LONG-TERM DEAL

Evergreen Agreement
Boosts Baltimore

EVERY PORT IN THE WORLD • EVERY CARGO YOU SHIP • EVERYWHERE YOU

When your breakbulk & projects have to move, our fleet gets them going.



When you're shipping breakbulk, project equipment, oversized or awkward loads, you need a carrier to whom your type of cargo is a regularity, not a rarity. You need a carrier with a flexible fleet dedicated to the diverse types of cargo you ship. A carrier with a proven track record for exemplary customer service, whose knowledgeable, experienced representatives aren't strangers to your requirements. Add to that the versatility to easily carry standardized

cargoes, such as containers, and you've got just what we deliver.

Day after day, we put all of our experience behind every shipment we carry, working to make sure each piece shows up on time, every time. For more information, phone us at (877)667-5463 or (718)568-9611, or visit us at nordana.com. We'll show you how well we can help you keep your cargo moving.

NORDANA



TWIC



DON'T GET LOCKED OUT!



**Required for Port of
Baltimore public
terminal access starting
December 1, 2008!**

Apply for Your TWIC Card NOW!

Port of Baltimore's TWIC Enrollment Center:

2200 Broening Highway, Suite 220 | Baltimore, MD 21224 | Office hours are 8:00 a.m. to 4:30 p.m., Mon.-Thurs.

To save time during enrollment, applicants can pre-enroll online at www.tsa.gov/twic or call **1-866-DHS-TWIC** (1-866-347-8942). After pre-enrollment, applicants must visit the enrollment center to complete the enrollment process and pay the enrollment fee.

NOTE: Once you apply, it may take up to six weeks to receive your TWIC!

Without a TWIC, access will not be granted.

The Helen Delich Bentley Port of Baltimore

MARYLAND PORT ADMINISTRATION

World Trade Center Baltimore
401 E. Pratt St., Baltimore, MD 21202
Toll Free 1-800-638-7519

Executive Director

James J. White – 410-385-4401

Deputy Executive Director

M. Kathleen Broadwater – 410-385-4405

Director of Operations

Dave Thomas – 410-633-1043

Director of Engineering

Doug Matzke – 410-631-1150

Director of Finance

Vince Marsiglia – 410-631-1178

Director of Maritime Commercial Management

Michael Miller – 410-633-1143

Director of Security

H. "Bud" Frank – 410-385-4800

Director of Marketing

Richard Powers – 410-385-4731

OFFICE OF COMMUNICATIONS

410-385-4480

Director of Communications

Richard Scher

Communications Coordinator

Rebecca G. Barber

FIELD OFFICES

<i>Chicago, Midwest</i>	Lewis Vrinios – 708-408-5337
<i>New York/New Jersey</i>	Charles McGinley – 908-964-0772
<i>Pittsburgh</i>	Richard Pagley – 724-657-6805
<i>Europe</i>	Bram van der Velden – 44-20-7387-7300
<i>Italy</i>	Mario Mancini – 390-10-839-7621
<i>China</i>	Ning Shao – 86-216-279-7657
<i>Taiwan</i>	Shin I. Lin – 886-2-2314-8952
<i>Japan</i>	Tac Ozaki – 81-426-44-5042
<i>Latin America/Caribbean</i>	Ricardo Schiappacasse – 410-385-4453

PUBLISHER

Media Two | 1014 W. 36th St. | Baltimore, MD 21211
410-828-0120 | Fax: 410-825-1002

President

Jonathan Witty

Chairman

Robert F. Martinelli

Editor

Pete Kerzel

Art Director

Darby Lassiter

Graphic Designers

Lanie Bologna, Libby Sanders

Advertising Account Executive

Steve Lassiter

Staff Writers

Kathy Bergren Smith, Blaise Willig
Merrill Witty, Tyisha Manigo

Staff Photographer

Kathy Bergren Smith

Project Director

Kim Fortuna

Please address all advertising inquiries to Media Two, attention Steve Lassiter. Please address all editorial inquiries to Media Two, attention Pete Kerzel. Material in this magazine may be reproduced in whole or part with a credit line reading "Reprinted from The Helen Delich Bentley Port of Baltimore Magazine." The Maryland Port Administration is an equal opportunity affirmative action agency.



Maryland Department of Transportation

Printed in U.S.A.



GOVERNOR

Martin O'Malley



LIEUTENANT GOVERNOR

Anthony G. Brown



SECRETARY, MARYLAND DEPARTMENT OF TRANSPORTATION

John D. Porcari



EXECUTIVE DIRECTOR

James J. White

MARYLAND PORT COMMISSIONERS



William Dockser



Donald C. Fry



Alvin Nichols



Peta Richkus



Theodore G. Venetoulis



Charles H. White Jr.

ROOM TO GROW

Balterm and The Maryland Port Administration are committed to grow your business.

Balterm has a current capacity of 1.5 million square feet of modern warehouse space specifically designed to the high standards of the forest products industry. All warehouses have polished cement floors with a capacity of 1200 psi, excellent ceiling height, plenty of truck and rail docks, and RF barcode scanning capability.

Current construction and funded projects will increase the capacity an additional 325,000 square feet, with another 300,000 square feet on the drawing boards.



Dundalk Marine Terminal

Balterm operates 550,000 square feet today, with plans to add an additional 300,000 square feet in the future. All warehouses are adjacent to a new berth with a draft of 45 feet, and the capability to go 50 feet. Dundalk also offers excellent truck and rail access.

Locust Point Marine Terminal

Balterm operates 970,000 square feet of warehouse space with an additional 225,000 square foot warehouse currently being planned for completion in early 2008. With excellent truck and rail access, Locust Point is a dedicated forest products distribution center.



South Locust Point Marine Terminal, 2001 East McComas Street
Baltimore, Maryland 21230, phone: (410) 752-9981, fax: (410) 752-9985
www.balterm.com

November/December

FEATURES

- | | |
|-----------|---|
| 20 | Heavy Duty
Riggers Tasked with Keeping Oversized Cargos Moving Quickly, Safely |
| 24 | Powering Down
The Vane Brothers Company Wins Contract to Layberth Historic Nuclear Vessel <i>Savannah</i> |
| 28 | All (Year) Aboard!
Arrival of Carnival Brings Profitable Year-round Cruising to Baltimore |
| 32 | Hatching a New Plan
Russia-bound Poultry Shipment Precedes Merchants Terminal Corp. Expansion |
| 36 | Valued Partner
Evergreen, Port of Baltimore Agree to Long-Term Trans-Pacific Agreement |
| 40 | RO/RO Resources
An Overview of the Companies that Keep RO/RO Cargo Smoothly Flowing Through the Port |



KATHY BERGEN SMITH



KATHY BERGEN SMITH

DEPARTMENTS

- | | |
|-----------|--|
| 9 | Executive View
Strengthening Our Position |
| 10 | Soundings
Newsmakers Appointments RO/RO Awards People Events Environment |
| 16 | Maiden Voyages
First Calls on Baltimore |
| 18 | Port People
Who's Who at the Port |
| 46 | Port View
Motoring along at Fort Holabird |

COVER: A long-term agreement between Evergreen Marine Corporation and the Maryland Port Administration will cement a longstanding partnership with a valued customer and keep 40,000 containers a year flowing through the Port of Baltimore. Photography by Bill McAllen.

CHESAPEAKE COMMERCE CENTER

The Real Estate Solution for Port and Logistics Providers

Chesapeake Commerce Center is immediately adjacent to Seagirt Marine Terminal



Now Baltimore has class A warehouse and distribution space in a premium location just .5 miles from the Port of Baltimore. Duke Realty Corporation's Chesapeake Commerce Center is:

- Immediately adjacent to the Port of Baltimore's Seagirt and Dundalk Marine Terminals
- Accessible from I-95 and I-895, and with CSX and Norfolk Southern rail service available on site
- Planned for 2.8 million square feet of future development of warehouse and office space

5003 Holabird



- 344,000 square feet available immediately
- 32' minimum clear height
- Cross dock and drive-in loading
- 130 foot truck courts
- Trailer storage area

For more information about Chesapeake Commerce Center, contact:



John Macsherry
john.macsherry@dukerealty.com
410.843.0705



Bill Pellington
bill.pellington@cbre.com
410.244.3137

5901 Holabird



- 117,600 SF building
- 58,800 square feet available immediately
- 28' minimum clear height
- Cross dock and drive-in loading
- 130 foot truck courts
- Attractive glass store fronts



WAREHOUSING AND TRANSPORTATION SOLUTIONS

150+ YEARS OF EXPERIENCE



BELT'S WAREHOUSING SERVICES

- Food Grade Facilities
- Foreign Trade Zone No. 73
- Temperature Controlled Storage
- Interstate 95 and Port Facilities
- RF/Barcoding
- Online Inventory Access
- Packaging & Assembly

BELT'S INTERMODAL CORPORATION

- Container Hauling
- Local Deliveries
- Transportation Broker

BELT'S TRANSPORTATION SERVICES

- Full Truckload & Heavy LTL Service
- 48 State DOT Contract & Common Carrier



THE BELT'S CORPORATION • 949 Fell Street • Baltimore, Maryland 21231
410-342-1111 • fax 410-675-2399 • www.beltslogistics.com

aryland Transportation Secretary John Porcari, MPA Director of Marketing Rick Powers and I recently returned from an overseas business trip to China, Japan, Taiwan and Korea. The purpose of our trip was to meet with new prospective business partners for the Port of Baltimore, and also to strengthen relationships with current partners.

This trip was very important for us. There is no question that Asian countries will continue to evolve as global economic powers. Currently, about five percent of our import cargo comes from China. We want that percentage to rise. With the opening of the expanded Panama Canal in approximately six years, more goods will be destined for East Coast ports. We want those goods to come to Maryland. Along with other contributing factors, overseas trips like this one can reassure current

were up five percent, autos rose seven percent, forest products increased nearly six percent and roll-on/roll-off cargos jumped 29 percent.

The success of our targeted commodities during this economy is particularly satisfying. More than a decade ago, the MPA drafted a strategic plan that recommended that our public terminals concentrate their business on certain diversified cargos that would remain sustained in the event of a volatile world economy. That plan has proven to have been an excellent one.

Although we are experiencing healthy growth in our targeted commodities, we also understand the challenges that lie ahead for our industry. Ports, ship owners, stevedores, logistics companies ... we are all feeling the pinch of our economic times on some level. There is already evidence that some commodities that were hot earlier this year are now cooling off.

STRENGTHENING OUR POSITION

customers as well as prospective ones that their business can remain successful or become more successful if they bring their goods to the Port of Baltimore.

During our 10-day visit, we received a lot of very positive feedback about the Port of Baltimore. Despite our country's current economic conditions, we were happy to relay a message to prospective clients that our Port is doing well.

In the first six months of 2008, the Port of Baltimore had a 14 percent increase in the amount of total foreign commerce as compared with the first six months of 2007. Our exports also showed particularly strong growth. The Port's overall tonnage numbers translated into a 12 percent increase in the dollar value of our cargo.

Targeted commodities at our public terminals saw equally healthy increases: loaded containers

At the Port of Baltimore, I pledge to you that we will do everything in our power to maintain and strengthen our current position. We remain the leading port in the nation for roll-on/roll-off cargo, imported forest products and exported autos. Our private terminals have helped propel us to be the number-one port for imported sugar, gypsum and iron ore.

We will continue to work with you, our valued maritime partners and customers, to make sure the Port of Baltimore remains the best port in the U.S. to place your cargo.



James J. White
Executive Director

SOUNDINGS

The happenings in and around the Port



NEWSMAKERS

Tugfest features Inner Harbor parade

More than two dozen tugboats and workboats celebrated Baltimore's industrial maritime heritage with a parade along the Inner Harbor during Tugfest '08. The event was sponsored by the Baltimore Museum of Industry, home to the steam tug *Baltimore*, a National Historic Landmark built in 1906. Local towing companies painted, polished and decked their vessels out for the parade.

"The response from the Baltimore tug community was enthusiastic and we are committed to making this an annual event," says organizer Mike Efford, a retired docking pilot. "We are making plans for next year's event already. It will be bigger and better."

After the parade, an informal muster led to good-natured push-off challenges among the captains. Several tugs rafted up at the museum offering a look at the diverse group of working boats. 🌐



KATHY ERGREN SMITH

APPOINTMENTS

Richkus Named to Maryland Port Commission

Former Maryland Department of General Services Secretary Peta N. Richkus has been appointed to the Maryland Port Commission by Gov. Martin O'Malley.

Richkus, who will serve a three-year term, replaces former Commissioner Brenda Dandy on the six-member panel, which establishes policies directed toward improving the competitive position of the Port of Baltimore within the international maritime industry.

"Peta Richkus brings a very strong procurement and planning background to the Port Commission," said O'Malley. "Her previous experience with real estate and land acquisition will be a great help as we look to grow an already impressive Port of Baltimore business portfolio."

Richkus served as Secretary of the Department of General Services from 1993 to 2003. As the state's landlord, procurement officer and real estate agent, she was responsible for 725 employees, an \$81.5 million operating budget, a \$430 million capital budget and statewide procurement

"Peta Richkus brings a very strong procurement and planning background to the Port Commission."

responsibilities for the goods and services of more than \$800 million annually.

Under her leadership, the Department of General Services achieved national recognition in the areas of technology, innovation and effectiveness in government.

Prior to appointment as Secretary, Richkus had a successful 20-plus year career in the private sector, most recently as Senior Vice President of

Buchart-Horn, Inc., an international planning, design and construction management firm. Since leaving state government, she has taught government and business courses at the University of Baltimore and Towson University, and consulted with private firms in areas of management,

marketing and strategic planning.

Richkus is an honors graduate from the University of Rhode Island. She received her master's degree in business administration summa cum laude from the University of Baltimore. She also is a graduate of the Senior Executives in State and Local Government Program at the John F. Kennedy School of Government at Harvard University. 🌐

RO/RO

AGCO Debuts Edgewood Customization Facility

Already a satisfied Port of Baltimore customer, agricultural machinery manufacturer AGCO is ramping up the volume of equipment shipping through to the Port with the opening of a new customization facility in Edgewood, Md.


Doug Rehor, AGCO's Director of Performance Improvement, says that the Edgewood facility will be one of three sites – Houston, Texas, and Tacoma, Wash., are the others – where tractors will be processed before being delivered to retailers for sale and distribution.

"Baltimore is by far our largest center," Rehor says. "That's where we see the most product. The predominant pass-through point will be Baltimore."

RO/RO shipments will arrive from France, Germany and Finland through the Port, while containers will be utilized to move tractors from Japan, India and Brazil. The shipments from Brazil will include "knockdown" tractors without tires, meaning they will eventually be fitted with tires made and purchased in the United States.

"This allows us to push the customization of the tractors much closer to the end user. In Edgewood, we'll do the things that make the tractors much more specific to the end user's needs," adds Rehor.

The Edgewood location, which totals more than 1,000,000 square feet, was chosen with the Port of Baltimore in mind.

"We have a lot of confidence in the Port of Baltimore," Rehor says. "It's an ideal spot for us because we don't have to establish new partnerships and there's already a lot of expertise there." 

PEOPLE

Kaplan Assumes Command of Coast Guard Yard

Capt. John Kaplan recently assumed command of the U.S. Coast Guard Yard in Baltimore. He is the 39th Commanding Officer in the 109-year history of the Yard,




COURTESY OF U.S. COAST GUARD

the only shipbuilding and ship repair facility of the United States Coast Guard.

Kaplan took charge of the Coast Guard Yard from Capt. Stephen Duca, who had served as the shipyard's Commanding Officer from May 2005-May 2008. Duca retired from the U.S. Coast Guard with 27 years active duty service.

Kaplan takes command of an industrially funded facility with an annual operating revenue of \$88 million and 675 employees. The Coast Guard Yard is responsible for construction, repair and renovation of vessels and various aids to navigation, and for the manufacturing of a variety of Coast Guard equipment. The Yard also provides essential support services to more than 1,500 personnel assigned to the base.

Kaplan graduated from the United States Coast Guard Academy in 1982 with a bachelor of science degree in ocean engineering. Upon commissioning, he reported as a Student Engineer aboard the U.S. Coast Guard *Cutter Polar Star (WAGB-10)*. He earned postgraduate degrees from the Massachusetts Institute of Technology in naval architecture and marine engineering, as well as mechanical engineering, and is a licensed professional engineer in Virginia. 


AWARDS

Port Receives Award from Business Group

The Port of Baltimore has been selected for the 2008 Best of Baltimore Award in the Packaging Service category by the U.S. Local Business Association (USLBA).

The USLBA "Best of Local Business" Award Program recognizes outstanding local businesses throughout the country. Each year, USLBA

identifies companies they believe have achieved exceptional marketing success in their local community and business category. These are local companies that enhance the positive image of small business through service to their customers and community.

USLBA is a Washington, D.C.-based organization funded by local businesses operating in towns, large and small, across America. The purpose of USLBA is to promote local business through public relations, marketing and advertising. 

NEWSMAKERS

Ballast Water Focus of New Research Project

U.S. Rep. Elijah E. Cummings (D-Md.), Chairman of the House Subcommittee on Coast Guard and Maritime Transportation, recently joined the U.S. Maritime Administration, Maryland Department of Transportation, Maryland Port Administration and University of Maryland Center for Environmental Science to announce an important new environmental research and testing project, the Maritime Environmental Resource Center (MERC).

MERC was organized to help prevent the spread of economically and environmentally damaging invasive aquatic species into the Chesapeake Bay and other bodies of water in the


United States that is caused by the discharge of a ship's ballast water. This water is picked up by ships to stabilize weight while underway and later emptied when a ship needs to change its stability or unload cargo.

When a ship obtains ballast water from one body of water and discharges it into another, it can inadvertently release foreign and destructive aquatic species if they are present in the ballast water. There are currently more than 150 invasive species in the Chesapeake Bay, most of which are believed to have been introduced by ballast water.

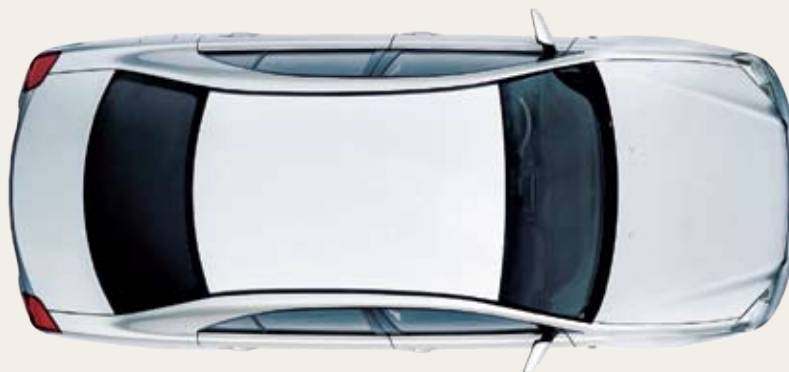
The primary focus of MERC will be testing the effectiveness of systems designed to safely treat ballast water before it is discharged from ships. Testing will be performed aboard the *MV Cape Washington*, a working cargo ship provided by the Maritime Administration.

"I am honored to have helped bring together these state and federal

partners to protect our waters from invasive species. The work being done by MERC will be critical to protecting the marine environment both here in the Bay and throughout the entire U.S.," Cummings said. "The efforts of this program and the stellar research team that is running it will be appreciated for generations to come."

"The Maritime Environmental Resource Center program will enable us to better protect the Chesapeake Bay from invasive species by validating treatment systems designed to minimize and, if possible, eliminate the threat of invasive species from ballast water," added Maryland Secretary of Transportation John D. Porcari. "A mobile ballast water testing system will provide maritime vessels with the means to effectively meet existing and future ballast water criteria and regulations, a win-win for Maryland's environmental and economic interests." 

www.hoegh.com



This car has covered almost 20 000 km.
But it's still brand new.

EVERY YEAR Höegh Autoliners carries some 1.9 million vehicles across the oceans of the world, to and from every continent. This makes us one of the world's leading global Ro/Ro operators.

Our fleet of ultramodern ships have the capacity to carry more than 6 000 cars and have been specially designed to ensure that each car has a safe and comfortable passage. Every unit is individually handled by personnel who know their jobs inside out.

So when the cars roll off after the longest ride of their lives, they are as new and pristine as when they rolled on.

BONUSSLO



HÖEGH AUTOLINERS

WORLDWIDE RO/RO THE FLEXIBLE WAY

AWARDS

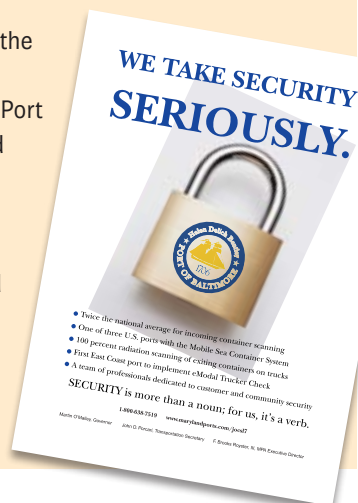
Port Garners AAPA Award of Merit

The Maryland Port Administration Office of Communications received the American Association of Port Authorities' prestigious Award of Merit in the single advertisement category. The winning entry was "We Take Security Seriously."

This annual competition allows ports in the United States to submit entries in various categories. Members of the Public Relations Society of America judged for the advertising categories.

Two other ports received the Award of Merit in the single advertisement category: the Port of New York/New Jersey and the Port of Freeport, Texas.

In past AAPA competitions, the MPA Office of Communications has received awards for *Port of Baltimore* magazine and the internal newsletter *Dockside*. 🌐



NEWSMAKERS

Sail Baltimore Keeps Ships Coming

The HNoMS *Statsraad Lehmkuhl*, a 323-foot, Norwegian tall-ship training vessel, made an appearance at Baltimore's Inner Harbor in mid-November, prior to a "Beer, Boats & Ballads" fundraiser to benefit Sail Baltimore.

Sail Baltimore produces an annual program of maritime experiences. Each summer, the organization hosts an average of two dozen ships, including international tall ships, military vessels, and educational and environmental ships. Along with the *Statsraad Lehmkuhl*, some of the other vessels that visited the area in 2008 as a result of Sail Baltimore's efforts included the *Cuahtémoc* from Mexico, the *Juan Sebastian de Elcano* from Spain and the *JCG Kojima* from Japan.

Sail Baltimore's "Beer, Boats & Ballads" event took place Nov. 14 at Phillips Seafood World Headquarters in Locust Point. The evening included live music, food from local restaurants, and live and silent auctions.

For information on Sail Baltimore, go online to www.sailbaltimore.org. 🌐



McAllister Towing

THE TRACTOR TUGS OF BALTIMORE

VICE PRESIDENT: CAPTAIN MIKE R. REAGOSO **OPERATIONS MANAGER: GREG MCCLELLAND**
DISPATCH: 410-276-8000 **OFFICE: 410-633-1847** **FAX: 410-633-2002**
E-MAIL: BALTIMORE@MCALLISTERTOWING.COM **WEBSITE: WWW.MCALLISTERTOWING.COM**

© Ksmith photo

SERVING the PORT of BALTIMORE for OVER 150 YEARS



© kbsmith photo

3720 Dillon Street
Baltimore, Maryland 21224

Phone: (410) 342-6013

Fax: (410) 276-1364

ASSOCIATION OF MARYLAND PILOTS

dispatch@MDPilots.com

www.marylandpilots.com

SOUNDINGS



PHOTOGRAPHY COURTESY OF THE ARMY CORPS OF ENGINEERS

ENVIRONMENT

Sixth 'Smart Buoy' Deployed by NOAA

As a means to gather environmental data and observe Chesapeake Bay restoration progress, the local office of the National Oceanic & Atmospheric Administration (NOAA) launched three more "smart buoys" this summer, bringing the total to six.

Placed at key points along the Captain John Smith Chesapeake National Historic Trail, the buoys collect weather, oceanographic and water-quality information, which is transmitted wirelessly in near-real time.

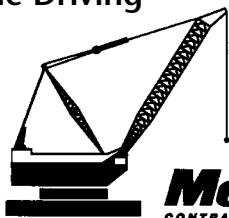
Peyton Robertson, Director of the NOAA Chesapeake Bay Office, says the buoys "enhance our observations of the changing conditions of the Chesapeake Bay, provide real-time information for mariners and mark a significant spot in Captain Smith's remarkable exploration of the New World."

Three of the six "smart buoys" are found in Maryland waters, at the mouth of the Potomac, Patapsco and Susquehanna rivers. Buoys in Virginia are located at the mouth of the Rappahannock River, on Elizabeth River and near Jamestown.

Bay measurements, as well as cultural and historical information, can be accessed at www.buoybay.org and by phone at 1-877-BUOY-BAY (286-9229). 🌐

**Heavy Lifts to 275 Ton Capacity
Pile Driving**

**Salvage
Marine Construction**



McLean
CONTRACTING COMPANY

Serving the Marine Industry Since 1903

Contact John Olgeirson

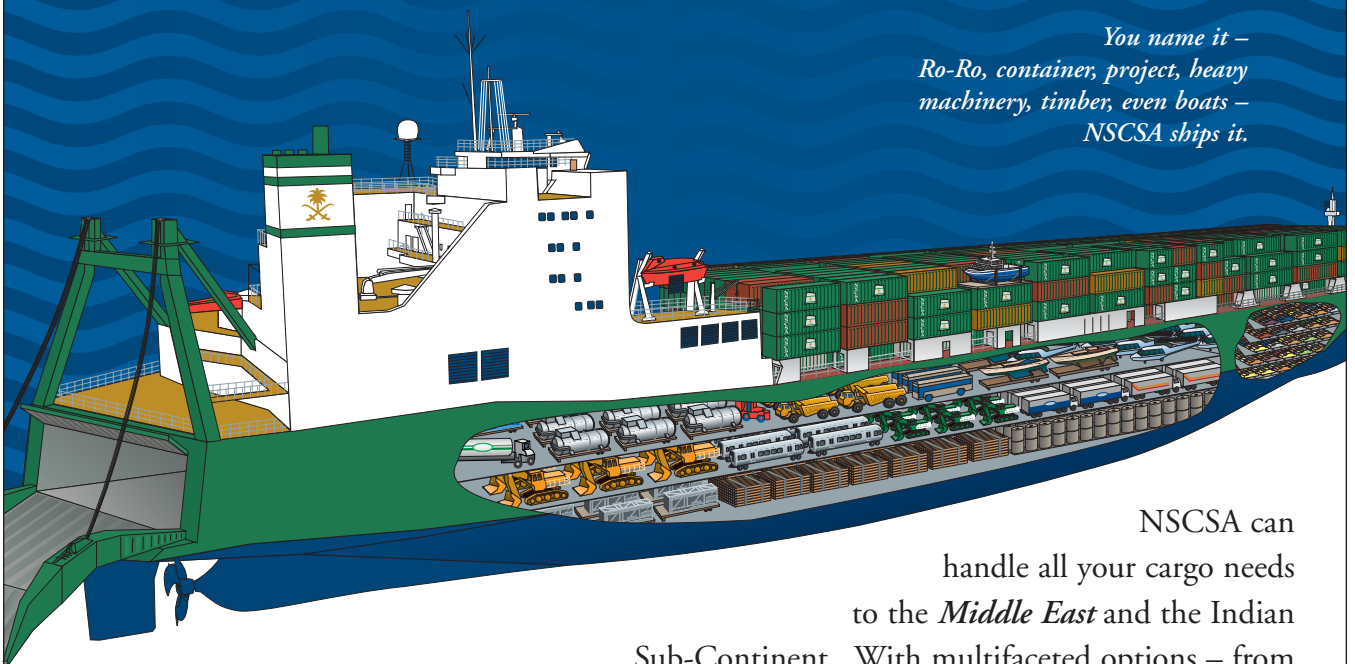
410-553-6700

www.McleanCont.com

McLean Contracting Co. / 6700 McLean Way / Glen Burnie MD 21060

What we can't handle, can't be shipped.

*You name it –
Ro-Ro, container, project, heavy
machinery, timber, even boats –
NSCSA ships it.*



NSCSA can
handle all your cargo needs
to the *Middle East* and the Indian
Sub-Continent. With multifaceted options – from
Containers to Ro-Ro and Break-Bulk-our state of the art
vessels can carry every type of freight, no matter what the size
or shape. Load on our competitive transit times, excellent intermodal
links and impeccable customer service and it's easy to see why we're
the most accommodating carrier in the business.



THE NATIONAL SHIPPING COMPANY OF SAUDI ARABIA

NSCSA (America) Inc., General Agent • 400 E. Pratt St., Suite 400,
Baltimore, MD 21202 • (410) 625-7000 • (800) 732-0204 • Fax: (410) 625-7050
New Jersey Office: (800) 362-7452 • (732) 562-8989 • Fax: (732) 562-0909

www.nscsaamerica.com



BILL MCALLEN

Vehicles Ride Dorado Leader

NYK Line's *Dorado Leader* recently made its first visit to the Port of Baltimore, loading vehicles at Dundalk Marine Terminal for transport to the Middle East.

One of 750 ships in the NYK Line's fleet, the Panama-flagged vessel measures 199.94 meters long, 32.26 meters wide and can reach cruise speeds of 20 knots. She features an 80-ton stern ramp and a 15-ton side ramp.

Dorado Leader took on 1,372 metric tons of cargo, including Mitsubishi, Ford and Toyota vehicles and privately owned vehicles. NYK Lines makes up to 10 calls on Baltimore each month.

Agent: ISS Baltimore

Stevedore: Ceres Marine Terminals Inc.

Towing: Moran Towing of Maryland

Port Welcomes Swift Ace

Swift Ace, a pure car/truck carrier in the USEC fleet, recently discharged vehicles at Dundalk Marine Terminal during its first call on the Port of Baltimore.

The Bahamas-flagged vessel measures 199.95 meters long, 32.20 meters wide and can reach cruise speeds of 20.65 knots.

She features solar panels and a specially designed, wind-resistant bow that lessens fuel usage and reduces exhaust emissions.

Agent: Norton Lilly International

Stevedore: Ceres Marine Terminal

Towing: Moran Towing of Maryland



BILL MCALLEN

Welcoming Swift Ace on its first visit to Baltimore were, from left, MPA's Tom Howe, Capt. Masaaki Kitada, Chief Yahushi Ieda and Jack Leishear of Norton Lilly International. The USEC vessel discharged vehicles at Dundalk Marine Terminal.



BILL MCALLEN

Marking the first call of Emerald Leader to the Port of Baltimore were, from left, Chief Engineer Mandal, Bill Wade of Ceres, MPA's Lou LoBianco, Capt. I.H. Bhuiyan and Donald Maney of Inchcape. The NYK Lines ship loaded Chryslers, Toyotas and privately owned vehicles.

Emerald Leader calls on Baltimore

Emerald Leader, a Bahamas-flagged vessel in the NYK Lines fleet, recently called on Baltimore for the first time, loading cargo bound for South America.

Chrysler and Toyota autos, along with privately owned vehicles, were loaded onto the ship at Dundalk Marine Terminal and Atlantic Marine Terminal.

Built by Uljanik Brodogradiliste in Croatia, *Emerald Leader* is 176 meters long, 31.10 meters wide and reaches cruise speeds of 20.8 knots. She possesses a 120-ton stern ramp and a 20-ton side ramp.

Agent: ISS Baltimore

Stevedore: Ceres Marine Terminal

Towing: Moran Towing of Maryland



Setting the Pace in Towing and Transportation

The Moran "M" has signified quality, reliability and innovation since 1860. Today, we are a leading provider of tug and barge service on the U.S. east and Gulf coasts, with operations in 13 ports. We set the standard in ship docking, LNG activities, general towing, liquid and dry bulk transportation, contract and specialty towing.

To ensure that this heritage of leadership endures, we maintain ongoing programs of high-tech tug and barge construction. Our fleet of 79 tugs and 27 barges includes new, state-of-the-art Z-drive tractor tugs and ATBs — two more ways for us to offer world-class service.

Contact us at (410) 732-9600, or visit us at www.morantug.com





Crystal Darcy

"We Like to Make our Customers Happy"

Though she facilitates the movement of mammoth cargos through the Port of Baltimore — everything from generators to windmills to things people point to and ask, "What is that?" — Crystal Darcy remains a people person at heart.

"We have customers from all around the world and it's not unusual to have someone from South Africa, China, Brazil or Canada come by and want to see their cargo," says Darcy, Intermodal Supervisor in the Maryland Port Administration operations department.

When that happens, Darcy delivers.

"They want to see their container, tour the warehouse where it's going to be stored. They want to make sure it's being taken care of. It's the personal touch, so we make sure they can. It gives them peace of mind when we can make that happen. And we like to make our customers happy."

A native of the Highlandtown section of Baltimore, Darcy has been working at the Port for 18 years. She started in the maintenance division working in inventory control before moving to the marketing/sales department as an administrative assistant. When her current supervisor, General Manager of Logistics

BY PETE KERZEL | Photography By Kathy Bergren Smith

Sam Azzarello, moved from sales to operations, she followed him.

From an unassuming perch on the second floor of the Dunmar Building at Dundalk Marine Terminal, Darcy works with motor carriers to troubleshoot issues, review legislation and interpret federal safety rules, act as a liaison with local and federal government officials and help coordinate rail transport of cargo when customers request it.

Darcy now immerses herself in the secondary role of Port promoter — whether she's interacting with customers, chatting up cruise passengers or just being a friendly face or voice representing MPA.

You're also likely to find her at the MPA Cruise Maryland terminal at South Locust Point, where Darcy regularly interacts with visitors, helps oversee luggage-toting stevedores and monitors the passenger parking area. That's her, with a welcoming smile, in the pastel-colored camp shirt, lightly embroidered with palm trees and adorned with the MPA logo.

"Most of the cargo I deal with, I can't communicate with," she laughs. "Well, the people talk back to you! I love it."

Darcy sheepishly admits she once knew little about the machinations of the Port of Baltimore.

"I didn't even know we had a Port," she says. "I'm sure it was an economic engine at that time, but you didn't hear about it years ago like you do today. Now we have an outreach program that goes into the schools and explains to the students what happens here."

Darcy now immerses herself in the secondary role of Port promoter — whether she's interacting with customers, chatting up cruise passengers or just being a friendly face or voice representing MPA.

"I like the job, I like the people. Things change every day — the customers, meeting new people, learning new things. No day is the same as the day before, and to me, that's exciting," she says. 🌐



**WE DON'T DROP
ANCHOR OR
MAN THE DOCKS**

**WE DELIVER
COST EFFECTIVE,
QUALITY
FUMIGATION
- ON TIME**

**IT'S THAT
SIMPLE**

**WESTERN[®]
FUMIGATION**

800-542-1542 westernfumigation.com
Servicing the Eastern United States Ports since 1928



Moss Marine USA

Workshop Services & Specialty Products
Ship & Industrial Equipment Repair

★ Hull ★ Piping Systems ★ Cargo Gear ★ Ramps ★ Welding ★ Machining ★
★ Cranes & Rigging ★ Main Propulsion & Auxiliary Machinery ★ Underwater Services ★

(410) 542-8775 | FX (410) 542-8115
www.mossmarineusa.com



Some things just will not fit into a standard shipping container. No matter how hard you try, a 200-foot-long windmill blade is not going into a box, nor is the 180,000-lb. generator that powers it. Ditto for the luxury yacht delivered to the Port of Baltimore by water or a 400,000-lb. transformer. These are the sorts of cargos that Baltimore is famous for handling safely and economically, and while they make it look easy, the teams of professionals that execute these complex moves are planning and training long before shipments arrive.

"Baltimore is known as a heavy lift port," explains Joseph McNally, Yard Manager of Ports America, a stevedoring company that handles all types of cargo at Dundalk Marine Terminal. Customers know that there is plenty of muscle available and the rail and highway infrastructure to keep the big and heavy stuff moving.

The Maryland Port Administration provides the port with a valuable tool in attracting project cargos: a Manitowoc M250T mobile crane that goes by the name "Big Red."

"We are able to offer affordable crane service with the use of the MPA crane," says McNally.

MPA supplies and maintains the crane and the stevedoring companies provide the labor. However, when it comes to making the lifts, it's all about teamwork.

"We work together to devise a rigging plan," says Marty Fralin, MPA Crane Manager.

Simply put, "rigging" refers to how an object is secured so that it can be picked up and moved. The ancient Greeks devised the earliest block-and-tackle systems to move things too heavy to carry. Today's heavy lifts must be carefully engineered so that weight is distributed evenly and the load is controlled throughout the move.

The Big Red team uses the state-of-the-art rigging gear to make the picks. Synthetic lifting gear has replaced wire rope. Made of the same strong-as-steel polymers as new marine lines, it is stronger and lighter weight.

"Lifting gear used to require three men and a forklift to move around; now one person is all that is needed," says Fralin. "These slings are much safer to work around, as well."

Safety is the No. 1 concern when creating a rigging plan. Too much load on a sling, no matter how advanced its composition, can cause it to snap and become a deadly whip. If the heavy load shifts or falls, the consequences are catastrophic.

"We always rig to accommodate more weight than we need," says McNally. He adds that ongoing training by both Fralin's team and his group is essential. McNally and his colleagues have attended "train the trainer" school, while Fralin says he learns something new each time he observes a rigging operation.

STORY & PHOTOGRAPHY BY KATHY BERGREN SMITH



Displaying teamwork and ingenuity, riggers ensure unusual cargos get special treatment.



In the event that the cargo is heavier than Big Red or other MPA cranes can handle, stevedores call in another crane for added capacity. Often they summon Williams Crane Service, a crane rental company that provides mobile crane services throughout the region.

"Careful coordination between the operators is the key to a multiple crane lift," says Bob Williams, the company's President. On very heavy lifts, the cranes themselves must be carefully positioned so that one of them doesn't end up "going off the chart" — or picking too much weight.

Williams, a family business run by a team of siblings, has been working at the port for a decade. They rely on the stevedores and longshoremen to provide the rigging for the picks but they bring the muscle.

"We bring our Grove 350 ton crane to lifting the 80-metric ton wind turbine generators from the storage area at North Locust Point to load onto trucks for shipment," says Williams.

Some cargo needs to be lifted from the water rather than the land. Here, the stevedores often call upon McLean Contracting, a century-old company with a fleet of barge-mounted cranes and a team of rigging pros.

John Olgeirson, Contract Manager at McLean, has organized countless projects at the Port of Baltimore. He says that a barge-mounted crane is handy because it is easier to move around than a land-based unit.

"We once picked up a heavy piece of aircraft manufacturing equipment at Martin's Middle River Plant and carried it to

South Locust Point Marine Terminal," says Olgeirson, indicating the move would have been far more complex over land.

Constellation Energy is currently installing new emissions control ductwork in its smokestacks at Brandon Shores Power Plant. These units are 85-ton boxes that were manufactured by Dyna-Steel of Memphis, Tenn., and shipped via barge to McLean's Curtis Bay yard.

Riggers at McLean are lifted by crane to the top of each unit, where they attach lifting gear to lugs that were built into the units taking into account their center mass. Then, after riggers ascend from their man baskets, the floating derrick *Jamestown* picks the units and sets them onshore. These picks require careful consideration by the rigging team as the water provides a different work environment.

"While a floating crane can pick heavier loads than a land crane, we have to monitor the list and trim of the barge," says Olgeirson.

When the cargo that needs picking is a delicate, floating motor yacht, there are other concerns for the riggers. Rod Pickens, Terminal Manager for Mid-Atlantic Terminals says that rigging a yacht requires care.

"We use thick straps slung around the hull of the vessel and the riggers must be sure that the straps do not damage the rudders or any of the protuberances on the hull," says Pickens.

A recent pick of a motor yacht, floating alongside the pier at Dundalk Marine Terminal went without a hitch. The vessel was safely raised and gently placed on a cradle to await the ocean voyage to its new European home. 🌐



Above: Riggers at McLean Contracting monitor the transfer of massive emissions control ductwork that will be used in a power plant smokestack. Above, right: The Maryland Port Administration crane known as "Big Red" picks up an oversized wind turbine, one of many heavy lifts routinely executed.



TAYLOR NORTHEAST

1003 N. Kresson St.

Baltimore, Maryland 21205

Phone: 410.732.4900 Fax: 410.732.5116

TXC-976

Mast Style

**Loaded Container
Handler**

**6-HIGH
9FT.-6IN.
CONTAINERS**



YOU CAN DEPEND ON

“Big Red”

Eisenhower-Era, Nuclear-Powered *Savannah* Layberthed in Canton



significant piece of world and maritime history has returned to Baltimore to write the next chapter of its enduring legacy.

The N.S. *Savannah*, the world's first nuclear-powered merchant ship, is currently docked at the Canton Marine Terminal as part of early efforts in a long-term decommissioning project that will remove its nuclear power plant, and eventually terminate its

Nuclear Regulatory Commission (NRC) license.

At Pier 13 in Canton, *Savannah* is undergoing a process known as SAFSTOR that allows for secure storage of the vessel prior to beginning the actual dismantling and disposal of its nuclear power plant components and equipment.

The primary activities while the ship is in Baltimore are administrative, says *Savannah's* Senior Technical Adviser, Erhard Koehler, of the U.S. Department of Transportation's Maritime



STORY BY TYISHA MANIGO | Photography By Kathy Bergren Smith

Administration. No major dismantlement activities are planned, although all of the detailed engineering and planning for those activities will be completed while the ship is layberthed.

"It's not a museum and we're not decommissioning here," Koehler says. "We're not doing any of that ... at this time."

According to the Maritime Administration, which owns and manages the *Savannah*, decommissioning requires that the vessel be removed from service, its residual radioactivity levels be

reduced and that any power plant components or equipment be dismantled and disposed. NRC requirements stipulate that the *Savannah's* decommissioning be completed by 2031 — or 60 years after operations have permanently ended.

Efforts to decommission the *Savannah* began in early 2002, but those activities have been postponed in recent years due to a shifting of budget priorities within the federal government.

Still, officials advise that the ship is safe for both the public

and the environment. During the 1970s, all nuclear fuel was removed from the *Savannah*, along with all high-level radioactive components and material. Officials say the radioactive levels found on the *Savannah* today are lower than what you will find with an x-ray at the dentist's office.

"The ship is safe for both the public and the environment," says Shannon Russell, Director of Congressional and Public Affairs for the Maritime Administration. "It's been over 35 years since the *Savannah's* nuclear fuel was removed and the reactor was made inoperable."

The 596-foot *Savannah*, which was designated a National Historic Landmark in 1991, arrived in Baltimore in May when Canton Marine Terminals, Inc., a subsidiary of The Vane Brothers Company, won a bid to layberth the vessel at its facilities for up to three years.

Donna K. Kuemmer, Chief Administrative Officer for Canton Marine Terminals, Inc., says that securing a contract for the *Savannah* was a good fit for her company.



"This was a great opportunity," she says. "What we do is bring in long-term vessels, and to bring in a long-term historic vessel is an honor."

Vane Brothers also shares a personal connection with the vessel, as its vice president, Elizabeth Hughes, formerly served as an executive editor of The Papers of Dwight David Eisenhower

Lines. After it was removed from active service, the *Savannah* returned twice to Baltimore for drydockings at Maryland Drydock in 1975 and BethShip Sparrows Point in 1994.

"It's an honor to have such an historic vessel under our care. It's taken good care of over there (at Pier 13)," Hughes adds.

Prior to arriving in Baltimore, the *Savannah* was moored at a drydock in Norfolk, Va., for routine hull maintenance and repairs.

Koehler says he enjoys being in Baltimore and working with the Vane Brothers, especially given their respect for such a storied vessel.

"Vane Brothers has been a great landlord, and we really appreciate their sense of history and tradition," he says. "To have them be so enthusiastic about the *Savannah* and President Eisenhower's participation has been the icing on the cake."

Once this part of the project is finished, the Maritime Administration will look into retention efforts for *Savannah*.

"After the SAFSTOR activities are complete, we'll put the ship back into retention status," Russell says. "The retention site has not been chosen, and we will be exploring options over the next few years."

The *Savannah* is not currently open to the public, but is available for group tours by request.



For more information, visit www.marad.dot.gov 

"It was never designed to be a smashing success, but rather to show the world atomic power has peaceful uses as well as war purpose."



Above, right: The purser's lounge in the *Savannah* harkens back to its heyday in the 1950s and 1960s. Above: The vessel is undergoing a safe storage process before dismantling and disposal of its nuclear power plant components and equipment.

for Johns Hopkins University Press. The *Savannah* operated from 1962 until 1970 as a part of Eisenhower's "Atoms for Peace" program.

"We documented information in regard to Dwight Eisenhower's vision that nuclear power be used for peaceful purposes," Hughes recalls. "The icon of this idea is the creation of *Savannah*. It was never designed to be a smashing success, but rather to show the world atomic power has peaceful uses as well as war purpose."

Savannah's ties to the Port of Baltimore go back more than 40 years. It first called the Port in 1964 during one of its several Atoms for Peace demonstration voyages. Later, Baltimore was a regular port of call when the ship was operating in commercial trade for American Export Isbrandtsen

On Course for the Future

With over a century of experience in the maritime industry, Vane Brothers has grown to a full service petroleum transport enterprise serving the Eastern Seaboard from New England to the Gulf of Mexico. On course for the future, our attention to safety measures, to our customers, and to our personal service remains paramount to the important work that we do.



BALTIMORE ★ NORFOLK ★ PHILADELPHIA

The Vane Brothers Company

BUNKERING ★ MARINE TRANSPORTATION ★ LIGHTERING

Offering Intermediate Fuel Oil, Marine Lubricants, Marine Diesel Oil, Bunker C, Gas Oil, Water

LAUNCH SERVICES

Customs, Inspectors, Crew, Agents, Ships Stores

MARINE SAFETY AND SERVICES

Sales, Supplies and Inspections, USCG Approved

www.vanebrothers.com

410-631-7773 ★ 2100 Frankfurst Avenue ★ Baltimore, MD 21226

Cruising Along

Addition of Year-Round Routes Boosts Port of Baltimore's Profile to Eager Vacationers

To Mary Eve Vonberger, the reasons for the increase in cruise business through the Port of Baltimore are no mystery.

Vonberger, owner of The Cruise Lady, a travel business located in the eastside waterfront neighborhood of Canton, sees a multitude of out-of-town license tags in the parking lot at the Cruise Maryland facility at South Locust Point Marine Terminal, especially from Virginia, Pennsylvania and Ohio. She has also seen a big increase in business since airlines have imposed restrictions on the number of pieces of luggage a passenger can take, a weight limit on each, sizeable extra fees per checked and for overweight bags. Then there's the hassle of flight delays and the mandatory pre-board wait.

Is it any wonder Baltimore's cruise business is booming, with the world's largest cruise operator, Carnival Cruise Lines, announcing that it would begin offering year-round service through Baltimore beginning next year?

"No one wants to deal with (flying) anymore, especially the elderly," Vonberger says. "People can now drive to Baltimore and just drive right up to the ship. They can take as much luggage as they want, they have no extra cost for a plane flight. It's really wonderful. People love these nearby cruise (terminals). They don't even care where they're going anymore!"

Where they're departing from, increasingly, is Baltimore.

A recent decision by Carnival to launch a year-round schedule through the Port of Baltimore, was hailed by Maryland Governor Martin O'Malley as "a tremendous win for the state

BY MERRILL WITTY

COURTESY OF MPA. INSET PHOTOGRAPHS BY KATHY BERGREN SMITH





The announcement that Carnival Cruise Lines would begin year-round service from Baltimore in 2009 has been a boon to Mary Eve Vonberger, who operates The Cruise Lady in Canton. Vonberger says the Cruise Maryland facility at South Locust Point is drawing passengers from as far away as Ohio.



COURTESY OF MPA



“No one wants to deal with (flying) anymore, especially the elderly. People can now drive to Baltimore and just drive right up to the ship. They can take as much luggage as they want, they have no extra cost for a plane flight.”

of Maryland.” Beginning in April 2009, the *Carnival Pride* will begin a two-year commitment, marking the first time in the Port’s 30-plus-year cruise history that year-round cruising will be offered.

Along with Carnival, Baltimore is also served by Royal Caribbean International and Norwegian Cruise Lines, the latter making a 2007 return to the Port after a four-year hiatus. In September, Celebrity Cruise Lines announced it would begin a winter sailing schedule from Baltimore starting in November 2009.

“All this is outstanding news for the State,” says John Meister, Manager of Cruise Marketing for the Maryland Port Administration. “It speaks to how we are viewed in the eyes of the cruise industry.”

“Year-round cruising will allow the 40 million people that live within a six-hour drive of Baltimore to look beyond the traditional cruising seasons and sail throughout the year.” O’Malley adds.

The Port of Baltimore is the closest East Coast drive-to port from Pittsburgh,

Cleveland, Indianapolis and Chicago. Baltimore is also within a four-hour drive from the New York City metropolitan area and within a four-hour drive of 10 of the wealthiest counties in the United States.

There will be two different week-long itineraries offered, one an excursion to Florida and the Bahamas ports of Nassau and Freeport, and the other a trip to Grand Turk, Turks and Caicos, and Half Moon Cay and Freeport in the Bahamas.

"Today's consumers are more value-conscious than ever," explains Gerry Cahill, Carnival's President and CEO. "Considering that Baltimore is within a day's drive of millions of northeastern U.S. residents, these new, seven-day voyages provide a convenient and affordable vacation option."

An attractive one, too.

"Our regular cruisers want a winter getaway — without flying — and now it's here. The cruises begin in 2009 and I'm already booking them," Vonberger says. "They have a very good product."

The product, in this case, is the 88,500-ton *Carnival Pride* "funship" that encompasses a variety of lounges and nightspots for the grownups, organized children's activities for the kids, plus shopping, pools, sundecks, promenades and lavish stage shows for everyone.

Because the economic impact for Maryland is significant, Meister has been reaching out to the tourism community, including "7,500 travel agencies from Maine to California" to get the word out via a quarterly newsletter. He also "puts on a traveling show" to promote Cruise Maryland to travel agents and consumers.

Meister notes that agents are booking passengers into local hotels pre-cruise to take advantage of the many cultural, sports and historic treasures in Baltimore. Hotels are partnering with cruise lines to offer special pre- or post-cruise land packages and are alerting travelers about these on the lines' Web sites.

Cruise passengers aren't the only ones taking advantage of these hotel deals,


though. After every cruise, there is a shift change, so the cruise lines will arrange with specific hotels to house crew members coming into Baltimore the day before they leave on their assigned trips out.

In addition to tourism dollars, cruise activity brings a huge amount of revenue to Maryland in other ways. The people who clean the terminal, the person who sells the paper that the tickets are printed on, the company that provides the ship's radar system, food purveyors — there's an unimaginably long list of beneficiaries.

"It's difficult to say exactly how much additional money the local economy will see," says Meister.

But statistics from the Cruise Lines International Association portend a windfall.

"This year, with 27 total cruise calls, the economic impact on the state was about \$63 million," Meister says. "We will have about 79 calls in 2009, 80 scheduled so far in 2010 and we are hopeful that number will increase." 🌐



**2009
PORT OF BALTIMORE
DIRECTORY**

The Must-Have
Resource For
Maritime Industry
Leaders!

About the Port Directory:

- Most comprehensive list of companies doing business with the Port.
- Entries include contact information and key personnel.
- Special sections on the Maryland Port Administration and other Port-related government agencies.
- The only listing of ports of call for shipping lines serving the Port.
- Features shipping frequencies and cargos, as well as contacts for lines and shipping-related firms.

**Reserve Your Ad in the 2009
Port of Baltimore Directory Today!**

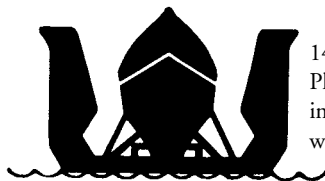
Advertising Space Deadline: 03/03/2009
For information, contact
Steve Lassiter
443-909-7828
steve.lassiter@mediatwo.com

MOBILE FULL SERVICE SHIP REPAIR YARD

Emergency/Maintenance | Field & Shop Repairs | Machine Shop/Fabrications
Serving Baltimore, Wilmington & Philadelphia
Around-The-Clock Service
Floating Equipment To Service Vessels At Cargo Piers
Dry Dock & Wet Berth Services

RIDING CREWS TO SERVICE VESSELS WHILE UNDER WAY

The General Ship Repair Corp.



1449 Key Highway, Baltimore, Maryland 21230
Phone: 410/752-7620 | Fax: 410/752-4650
info@generalshiprepair.com
www.generalshiprepair.com



Industrial Division of The General Ship Repair Corporation
Commercial & Industrial Repairs | Structural & Mechanical
Machining & Fabrications

*"A Baltimore Tradition With Over Seventy-Five Years
In The Same Location"*

■ BULK



WHICH CaME FiRST:

the Chicken or the Refrigerated Distribution Center?

Several Years After Plan is Hatched, Merchants Terminal Lays
Groundwork for Growth While Frozen Poultry Starts to Fly Out of Port

Call it a chicken test-run.

Back in mid-May, frozen poultry left the Port of Baltimore bound for Russia. Merchants Terminal Corp., Maryland's oldest and largest temperature-controlled logistics company, accumulated the 1,200 metric tons of cargo, kept it well-chilled in a zero-degree environment and coordinated all of the trucking from the company's 110,000-square-foot North Kresson Street location.

"We needed to see if it could be done — if the Port of Baltimore is feasible for this kind of cargo," says F. Brooks Royster III, Merchants' Vice President of International Sales and Marketing. "The answer is yes, it can be done."

Now jump ahead three months to a wide-open, 140-acre lot in East Baltimore, where CSX railcars sit on adjacent tracks, rigs laden with containers rumble along nearby Interstate 95 and cranes at the Port's Seagirt Marine Terminal dot the horizon.

STORY BY BLAISE WILLIG
Photography by Kathy Bergren Smith



Above, left: Breaking ground for a new Merchants Terminal Corp. refrigerated distribution center were, from left, MPA Deputy Executive Director M. Kathleen Broadwater, M.J. "Jay" Brodie of the Baltimore Development Corporation, former U.S. Rep. Helen Delich Bentley, LeRoy E. Hoffberger of Hoffberger Holdings, Inc. and Harry Halpert of Merchants. Above, right: Bentley credits Merchants with helping make the Port of Baltimore "one of America's leading distribution centers for perishable foods."

Here, strategically located at the center of a key transportation triangle, Merchants broke ground Aug. 20 on a new refrigerated distribution center and corporate headquarters. When completed in July 2009, it will be the fifth distribution center for the 80-year-old company, bringing Merchants' total, available refrigerated and frozen space to 24 million cubic feet.

The new Merchants site, which is part of the Chesapeake Commerce Center in the Seagirt Industrial Area, was formerly occupied by a General Motors van assembly plant. The facility is expected to employ 30 to 45 people.

"There will be more people ultimately working here at this site than left here (when GM closed)," says M.J. "Jay" Brodie, President of the Baltimore Development Corporation (BDC), which assisted Merchants in the search and acquisition process. Brodie sees Merchants' investment paying big dividends both for improving service with existing clients and gaining new business. Drawing a parallel to the United States' successes in this summer's Olympic Games, he says Merchants is "filling a gap in refrigerated warehousing to make us more competitive not only in the sprints but in the

10,000 meters and other races to come."

The initial \$25 million phase of the project is a 155,000-square-foot distribution center built with environmentally friendly materials and utilizing high-tech temperature-control systems to minimize the facility's carbon footprint. A planned 120,000-square-foot second phase will nearly double the size of the distribution center within three years.

At the time of the frozen poultry shipment in May, Merchants "was definitely

Duke's Baltimore office, Duke purchased the former GM site in 2006 "with the goal of developing distribution buildings adjacent to the thriving Port of Baltimore." Merchants recognized a perfect fit.

Halpert believes the Chesapeake Commerce Center at Seagirt is "one of the best industrial sites on the East Coast from which to do distribution." For Merchants, the new location's close proximity to the Port is especially attractive not only for shipping chicken to Russia

Brodie sees Merchants' investment paying big dividends both for improving service with existing clients and gaining new business.

contemplating" construction of the new distribution center at Seagirt, according to Royster. But Merchants President Harry Halpert adds that the company actually had been searching seven years for a suitable industrial site "only to lose out to commercial developers or the prospect of commercial development."

Then Duke Realty Corporation came along. According to John Macsherry, Vice President, Leasing and Development in

(additional shipments are in the planning stages, according to Royster) but also for aiding in the more efficient handling of Australian meat, Danish pork, European vegetables, Asian seafood and concentrates from Central America. Merchants' ability to offer "near-dock refrigerated support" is "one more tool for the Port to be able to handle more international cargo," Royster says.

During the groundbreaking ceremony

in August, Halpert pointed to aerial photographs showing similarities between the layout of the Seagirt industrial area and international trade operations at the ports of Savannah, Ga., and Houston, Texas.

"A growing part of our business is coming through international trade," Halpert says. "The Port of Baltimore is teed up to benefit from this trade boom, with a large amount of available industrial land right next to our tier one port and I-95."

Helen Delich Bentley, the former U.S. representative who is an active Port consultant, goes so far as to say that Merchants is helping to make the Port "one of America's leading distribution centers for perishable foods."

The greatest part of Merchants' international cargo business at the new site will be with China, southeast Asia and South America. Halpert notes, "From this facility, we'll be able to increase not only breakbulk but also containerized cargo."

M. Kathleen Broadwater, Deputy Executive Director with the Maryland Port Administration (MPA), has long advocated the construction of a temperature-controlled facility closer to the Port. Referring to global container trades, Broadwater says, "This market requires a warehouse adjacent to the docks." She adds that the new facility "will make us more competitive in these global markets," and that MPA looks forward to working with Merchants "to get more container business for the great Port of Baltimore."

With all the excitement surrounding the groundbreaking, Merchants remains well aware that any shipping process — no matter where the cargo is accumulated — is a team effort. For May's poultry job, Canton Stevedoring handled the receiving and loading of the M/V *Green Austevoll* at the CNX Marine Terminal, while Terminal Shipping Co. served as agent for the ship.

"It was a beginning," recalls Canton Stevedoring President Rex Wheeler III. "The shippers and ship owners complimented us on the quality of work."

Royster adds that the collaborative quality will only get better with the new distribution center. "What we are is a component of the logistics chain," he says. "We're part of a team, working to ensure the smooth flow of the cargo." 🌐

MERCHANTS TERMINAL CORPORATION

www.merchantsterminal.com

Superior Temperature Controlled
Logistics Since 1927.



Warehousing • Information • Transportation

*Integrating Ocean, Rail, Truck, Warehousing,
People and Information Systems — To Facilitate Your
Global Temperature Controlled Logistics Needs ...*

Experience the M Class of Service
MLogistics™ • MVision™

Baltimore, MD • Jessup, MD
Landover, MD • New Castle, DE

CORPORATE HEADQUARTERS:

501 N. Kresson Street
Baltimore, MD 21224
410-342-9300 • 410-522-1163 Fax
e-mail: Info@merchantsterminal.com

Can You Contain Yourself?



- Container Yard Operations
- Maintenance, Repair & Storage
- FHWA Programs Cargo Tracking
- Roadability Shop
- Trucking-Logistics

We Can.
Picorp Inc.
Baltimore

6508 East Lombard St., Baltimore, MD 21224
www.picorpbalt.com

Main Office (410) 633.7800
Trailer Division (410) 633.8120

Long-Term COMMITMENT

STORY BY KATHY BERGREN SMITH



Evergreen Agrees to Ship 40,000 Containers a Year Through Port of Baltimore

The Port of Baltimore and Evergreen Marine Corporation recently inked a long-term agreement to keep the trans-Pacific trade lanes busy for years to come. Gov. Martin O'Malley joined Secretary of Transportation John Porcari and Maryland Port Administration Executive Director James White in welcoming Evergreen Marine officials to Seagirt Marine Terminal for a signing ceremony.

"This is huge news for the Port of Baltimore," White said at the event. "Evergreen has long been a valued partner for this Port, and today's announcement ensures that they will continue calling the Port of Baltimore for many years to come."

The contract, which will bring 40,000 containers to Baltimore annually for the next five years, with an option for a five-year renewal, is an affirmation of a relationship that began in the early days of containerization. It also represents a long-term agreement with one of the Port of Baltimore's biggest customers.

"Evergreen and the Port of Baltimore are outstanding business partners," said Porcari, "and we look forward to many more years of growth."

Since 2000, the number of Evergreen containers handled by the port has grown 126 percent. Currently, Evergreen offers a weekly direct service between Asia and Baltimore. This is a trend in serving the population centers of the East Coast after severe disruptions at West Coast ports and increases in inter-modal rates began about five years ago. Manufacturers and shippers began to find direct service from Asia to the East Coast an economically viable alternative. This decade's growth in China has also increased a demand for goods imported from the United States especially with a weak dollar making those goods cheaper.

According to Daniel Spack, a Junior Vice President at Evergreen Marine who runs the company's Baltimore office, raw materials make up the bulk of containerized exports to China, along with regionally produced cargos, such as Eastern Shore poultry and Harley-Davidson motorcycles. On the import side,

a huge array of finished goods come to Baltimore along with refrigerated cargos of Asian food products and crab meat from Southeast Asia.

The route followed by the Evergreen ships through the Panama Canal includes a stop at Colon, Panama, a trans-shipping point. From there, feeder vessels pick up cargo for the



BILL MCALLEN



BILL MCALLEN

A long-term agreement between the Port of Baltimore and Evergreen Marine Corporation will keep 40,000 containers a year flowing through Maryland Port Administration terminals. Top photo, from left: Gov. Martin O'Malley and Evergreen Chairman Thomas Chen were on hand to announce the pact. Bottom photo, from left: Signing the agreement were MPA Executive Director James White, Maryland Secretary of Transportation John Porcari, Evergreen North America President Wesley Brunson, Gov. O'Malley and Chairman Chen.

IN BALTIMORE...



Our network operates in 50 countries with offices in nearly 200 cities throughout the world.



FMC-OTI Lic.No.0010 N/F
CB Lic No 9767
IATA NO 12252

Footner and Company, Inc.

- International Forwarding Agent
- Customs Broker
- IATA Air Cargo Agent
- Project Forwarding Specialists
- NVOCC
- Member of GFG Network

P.O. Box 9973
6610-B Tributary Street, Suite 300
Baltimore, Maryland 21224-0973
U.S.A.

Phone (410) 631-7711
Fax (410) 631-7725
E-mail: info@footner.com
Website: www.footner.com

Roberto I. Gutierrez
President/Owner

ESTABLISHED 1950



"It is the strength of our relationship, above all, that remains the force behind our success. That is why we are here today and that is why Evergreen will be here in the future."



Caribbean, Central America and the west coast of South America. When the expansion the Panama Canal is complete in 2014, larger ships will be able to use the shortcut, further increasing traffic on the China route and bringing more ships to Baltimore. The option for the second five-year commitment by Evergreen is contingent upon the completion of the Panama Canal expansion.

Porcari stressed the "critical importance" of the global connection the Port of Baltimore's relationship with Evergreen represents. He said the Maryland Department of Transportation is making new infrastructure investments to improve both the roads leading to the Port and the highway system beyond.

Evergreen containers first arrived in Baltimore in the summer of 1975 when Wesley Brunson was a young shipping agent. A native of East Baltimore, now



T. Parker Host of Maryland, Inc. Ship Agents and Brokers

**2200 Broening Hwy. Suite 230
Baltimore, Maryland 21224**

Telephone: 410-633-4666

Telex: 6734714HOSTMD

Facsimile: 410-633-2993

E-mail: operations@hostmd.com

Offices in:
*Philadelphia, Pa
Wilmington, De
Norfolk, Va
Richmond, Va
Fernandina Beach, Fl*



BILL MCALLEN

president and chairman of Evergreen North America, Brunson recalled the first arrival of the *Ever Spring*, the company's first dedicated container ship at Baltimore.

"Throughout all of the change over the past 33 years, Evergreen has remained loyal to its partners. The Port of Baltimore has done the same and earned the respect of its customers. It is the strength of our relationship, above all, that remains the force behind our success. That is why we are here today and that is why Evergreen will be here in the future," said Brunson.

O'Malley called Evergreen "one of the environmentally conscious container shipping companies in the world."

Indeed, the second *Ever Spring*, launched in 2006, is as revolutionary as its namesake. The 10 ships in Evergreen's "S-Class" represent the cutting edge of technology designed to protect the world's oceans. The ships are double-hulled with fuel tanks protected to minimize risk of oil spill in the event of collision or grounding. The ships are designed for "cold-ironing," so their generators can be shut down while in port. The vessels exceed every pollution control guideline and have won worldwide recognition for their design.

As O'Malley and the others signed the contract in front of a stack of Evergreen containers, Helen Bentley, a longtime port expert, reflected upon its significance.

"This commitment is important because of what it represents," said Bentley. "The longevity of the service and the annual increases in containers shows that Evergreen has faith in the Port of Baltimore." 🌐

2008 MARK JOHNSON MEMORIAL GOLF TOURNAMENT

Many thanks to our players and a special thank you to our contributors!



CONTRIBUTOR LIST 2008

American Roll-On Roll-Off Carrier, LLC	McAllister Towing of Charleston & Baltimore
Atlantic Container Line	Metroports
Austin Lynch	MTC-East
Balterm	NYK Roro
Carl Bice	Ports America
Ceres Marine Terminals	Propeller Club of Baltimore
Clear Water Services	S3 Integration
Doug Peterson	Seabridge International
Fred Stribling	South Carolina Stevedore Association
Greg Ciggelakis	SSA/Cooper Savannah & Charleston
Höegh Autoliners	Steamship Trade Association of Baltimore
International Auto Processors	Terminal Shipping Corporation
John Stevens	Tube City IMS, LLC
Maersk	Wallenius Wilhelmsen Logistics
Maryland Port Administration	

See you at next year's tournament on August 12, 2009.

Please contact Billy Kerrigan at 843.971.0240 or w.kerrigan@att.net for more information.

EXPERIENCE THE DIFFERENCE



Upscale Security Officer



Property Resource Officer

G4S Wackenhut is the leading provider of quality, customer-focused security solutions in the United States. With over 200 offices coast-to-coast, G4S Wackenhut delivers unrivaled integrated security and related services to a growing number of commercial, industrial, and government organizations. We are also able to meet the global needs of our customers in over 100 countries through our ISO 9001:2000 Certified International Accounts Division.

Contact us to discuss your security requirements for Baltimore and Hagerstown and you'll experience the difference too.

G4S
Wackenhut
A World of Security Solutions

Custom Protection Officer®



Toni Palmer • G4S Wackenhut
609 Global Way, Suite 116 • Linthicum, MD 21090
Phone: 410/355.6518 • Cell: 410/336.6253 • TPalmer@wackenhut.g4s.com
www.wackenhut.com

ROLL-ON/ROLL-OFF CARGO SERVICES:

The Port of Baltimore handles more than twice as much roll-on/roll-off (RO/RO) cargo as any other port on the East Coast — about 770,000 tons of cargo move across the Port's piers each year. And yet Baltimore also enjoys one of the lowest cargo damage rates in the country. A customer-focused Port staff and skillful long-shoremen team with exceptional vehicle processors, stevedores, terminal operators and RO/RO carriers to make this happen.



This information was furnished by the Maryland Port Administration or by the businesses themselves for inclusion in the 2008 Port of Baltimore Directory. For more information, or to submit or update a listing, please visit www.POBdirectory.com.

Though every effort has been made to ensure that this information is accurate and complete, the Maryland Port Administration and Media Two assume no responsibility for errors, inaccuracies or omissions.

VEHICLE PROCESSORS

AMPORTS, Inc. (Corporate Headquarters)

9240 Blount Island Blvd.
Jacksonville, FL 32226
904-751-4391
E-mail: info@amports.com
www.amports.com

AMPORTS (APS) East Coast, Inc.— Atlantic Terminal

2901 Childs St.
Baltimore, MD 21226
410-350-0400
Fax: 420-354-8812
E-mail: lmcfadden@amports.com
www.amports.com

AMPORTS (APS) East Coast, Inc. — Chesapeake Terminal

2000 Chesapeake Ave.
Baltimore, MD 21226
410-355-9430
Fax: 410-355-6560
E-mail: lmcfadden@amports.com
www.amports.com

AMPORTS (APS) North Terminal, Inc.

2700 Broening Hwy.
Baltimore, MD 21222
410-633-3900
Fax: 410-633-2105
E-mail: gmolyneaux@amports.com
www.amports.com

AMPORTS ATC Logistics of Maryland

2908 Childs St.
Baltimore, MD 21226
443-923-2100
Fax: 443-923-2153
E-mail: jwiederman@atcli.com
www.amports.com

Bennett Distribution Services (BDS)

2700 Broening Hwy.
Baltimore, MD 21222
410-284-6214
Fax: 410-284-2160
E-mail: jimmy.thompson@bds-solutions.com
www.bennettig.com

Daily Express

4035 Old North Point Rd.
Baltimore, MD 21122
1-800-359-5448
Fax: 410-388-1603
E-mail: mgutierrez@dailyexp.com
www.dailyexp.com

Keen Transport

1951 Harrisburg Pike
Carlisle, PA 17013
717-243-6622
Fax: 717-243-9493
E-mail: james.pappert@keentransport.com
www.keentransport.com

Mercedes-Benz Vehicle Processing Center

2900 Childs St.
Baltimore, MD 21226
410-355-1834
Fax: 410-355-8835

The Pasha Group

2501 Broening Hwy.
Baltimore, MD 21224
410-631-0580
Fax: 410-631-0585
www.pashagroup.com

KATHY BERGREN SMITH

Can we take your order?

**ACL Provides Weekly
Container and RORO Service
to West Africa and
RORO Service to the MED.
Call for More Details!**



ACL has helped transplant the traditional American diner to locations all over Europe. In this case, we took the order of a German businessman and transported a diner from North America to Aalen, Germany. ACL specializes in transporting the most unusual cargo to the most unique places, each and every week. Large or small, ACL has all the right ingredients to make your next move easy. Remember that expertise, excellent service and customer value are always on our menu.

ACL

800-ACL-1235

www.ACLcargo.com





Moran Environmental Recovery

***MER is a leading provider of diversified
environmental field services.***

- ... Industrial/Marine Cleaning
- ... Decontamination & Abatement
- ... Emergency Spill Response
- ... Site Remediation



Our objective is simple. We want to earn your business.

**24 hours a day since 1986 • (877) 322-6008
www.moranenvironmental.com**

More than one hundred years of service to the international maritime community

- Maritime Casualties
- Ship Finance
- Marine Insurance
- Immigration
- Maritime Arbitration
- P&I Correspondents
- Charter Party Matters
- Labor & Employment
- Environmental Claims
- Mediation

We are the correspondents in Baltimore for most of the world-wide protection and indemnity associations, and we act for other domestic and foreign insurers that provide insurance to vessel owners, charterers and port-related businesses. We represent local, national and international businesses in all aspects of the maritime industry.

For more information about our Admiralty & Maritime Practice, please contact Geoffrey Tobias, Tony Whitman, or Patrick Cameron.

Ober, Kaler, Grimes & Shriver Attorneys at Law

120 East Baltimore Street, Baltimore, Maryland 21202
Tel: 410-685-1120 • Fax: 410-547-0699 • Telex: 87774 RITNEY BAL
Email: admiralty@ober.com • www.ober.com

Maryland • Washington, DC • Virginia

Premier Automotive Services, Inc.

5th & B Sts., Lot 401C
2700 Broening Hwy., Dunmar Bldg. N. 217
Baltimore, MD 21222
410-285-4900
Fax: 410-288-3796
E-mail: premierautomotive@verizon.net

WWL Vehicle Services Americas, Inc.— A Wallenius Wilhelmsen Logistics Company

2700 Broening Hwy., Bldg. 403-A
Baltimore, MD 21222
443-216-1611
Fax: 443-216-8826
E-mail: Rob.Zimmerman@2wgglobal.com
www.2wgglobal.com

STEVEDORES & TERMINAL OPERATORS

Beacon Stevedoring Corporation

2100 S. Clinton St.
Baltimore, MD 21224
410-522-4544
Fax: 410-327-2315

Canton Marine Terminal — Pier 13

2100 Frankfurst Ave.
Baltimore, MD 21226
410-735-8137, 410-631-5096 (24 hrs.)
Fax: 410-735-8288, 410-631-7781
E-mail: info@vanebrothers.com
www.vanebrothers.com

Canton Maritime Services/ Canton Stevedoring

3800 Newgate Ave., Ste. 2
Baltimore, MD 21224
410-633-1601
Fax: 410-633-3475
E-mail: rexwheeler@cantonmaritime.com
www.cantonmaritime.com

Ceres Marine Terminals, Inc.

2908 Childs St., 2nd Fl.
Baltimore, MD 21226
443-874-7700
Fax: 443-874-8582
E-mail: dwolfe@ceresglobal.com
www.ceresglobal.com

Mid-Atlantic Terminal (MAT)

2700 Broening Hwy., Terminal Office Bldg. 602A
Baltimore, MD 21222
443-216-1660
Fax: 410-282-2321
www.midatlanticterminal.com

PAG-WWL

200 Dunmar Bldg. N., 2700 Broening Hwy.
Baltimore, MD 21222
410-282-5120
Fax: 410-282-5723
www.mtcorp.com

Ports America Group

2200 Broening Highway, Ste. 100
Baltimore, MD 21224
410-631-7430
Fax: 410-631-7425
E-mail: Mark.Montgomery@portsamerica.com
www.portsamerica.com

Ports America Group — Dundalk Marine Terminal

2700 Broening Hwy., 1600 Bldg.
Baltimore, MD 21222
410-282-4260
Fax: 410-282-6467
E-mail: Mark.Schmidt@portsamerica.com
www.portsamerica.com

Ports America Group — Seagirt Marine Terminal

2600 Broening Hwy.
Baltimore, MD 21224
410-288-8602
Fax: 410-288-8649
E-mail: John.Roeckell@portsamerica.com
www.portsamerica.com

Rukert Terminals Corporation

2021 S. Clinton St., P.O. Box 5163
Baltimore, MD 21224
410-276-1013
Fax: 410-327-2315
E-mail: john@rukert.com
www.rukert.com

RO/RO CARRIERS**ACL (Atlantic Container Line)**

194 Wood Ave., S., Ste. 500
Iselin, NJ 08830
1-800-225-1235
Fax: 1-888-225-9800
E-mail: info@aclcargo.com
www.aclcargo.com

American Roll-On Roll-Off Carrier

One Maynard Dr.
Park Ridge, NJ 07656
201-307-1626
Fax: 201-307-9172
E-mail: inquiries@arrcnet.com
www.arrcnet.com

Atlantic Ro-Ro Carriers, Inc.

c/o Rukert Terminals Corp., 2021 S. Clinton St.
Baltimore, MD 21224
410-276-1013
Fax: 410-327-2315
E-mail: franko@rukert.com
www.arccm.com

Central Gulf Lines, Inc.

One Whitehall St.
New York, NY 10004
212-943-4141
Fax: 211-809-9036
www.intship.com/cgl.htm

CSAV Agency, N.A.

2207 Carroll Mill Rd.
Phoenix, MD 21131-1107
410-472-0898, 1-800-804-9391
Fax: 410-472-0332
www.csav.com

Eastern Car Liner

c/o T. Parker Host, Inc. — VA
E. Main St., Ste. 600
Norfolk, VA 23510
757-627-6286
Fax: 757-627-3948
E-mail: ops.tparkerhost.com
www.tparkerhost.com

EUKOR Car Carriers

560 Sylvan, 2nd Fl.
Englewood Cliffs, NJ 07632
201-894-0300
Fax: 201-894-0302
www.eukor.com

Grimaldi Lines

194 Wood Ave., S., Ste. 500
Iselin, NJ 08830
1-800-225-1235
Fax: 1-888-225-9800
E-mail: info@aclcargo.com
www.aclcargo.com

Hoegh Autoliners Inc.

3001 Childs St., Ste. C
Baltimore, MD 21226
410-354-8041
Fax: 410-354-4530
www.hoegh.com

"K" Line America, Inc.

3600 O'Donnell St., Ste. 200
Baltimore, MD 21224
410-276-5659, 1-800-609-3221
www.kline.com

**The Bill Lukowski Steamship Agency, Inc.**
"Baltimore's No. 1 Tanker Agent"

Agent: Bill Lukowski

Bus: (410)276-2078

Res: (410)931-0775

Fax: (410)276-3298

E-mail: blukowski@aol.com

TELEX: 49619579 BLSA UI

2202 Boston Street, Baltimore, MD 21231

THE PREMIER RORO STEVEDORING SPECIALIST

Ceres is known for quality service, attention to detail and a commitment to our RORO Customers. We handle over 400,000 RORO units annually and provide full stevedoring and terminal services to major RORO and specialized carriers in Baltimore and throughout North America. Whether we're discharging new automobiles, loading oversized cargo, machinery, or wheeled vehicles, Ceres keeps productivity high, expedites vessel turnaround and ensures that RORO cargo handling is safe and secure.



CERES MARINE TERMINALS, INC.

2908 Childs Street, 2nd Fl., Baltimore, MD 21226 • 443-874-7700 • www.ceresglobal.com



Quality Stevedoring & Terminal Operations in North America





Eastern Lift Truck, Co., Inc.

"We're Known for Good Service!"

Eastern Lift Truck Company, a family owned and operated business, has been a material handling equipment distributor since 1974.

2211 Sulphur Spring Road
Baltimore, MD 21227
Phone: 800-247-6404
Fax: 410-536-5732



**Specialty Equipment
Of All Types**

18122-A West Oak Ridge Drive
Hagerstown, MD 21740
Phone: 800-842-5438
Fax: 240-420-8694

8001 Penn Randall Place
Upper Marlboro, MD 20772
Phone: 866-553-8328
Fax: 301-735-7917

10254-1 Stone Creek Drive
Laurel, DE 19956
Phone: 302-875-8961
Fax: 302-875-8966

Look for our new address for Laurel in early '09!

www.easternlifttruck.com

Mitsui O.S.K. Bulkship (USA) Inc.

Harborside Financial Center, Plaza 5, Ste. 1710
Jersey City, NJ 07311-4088
201-395-5817
Fax: 201-395-5820
www.mol.co.jp/menu-e.html

Nordana

900 South Ave., Stes. 6 & 7
Staten Island, NY 10314
718-568-3611
Fax: 718-568-3618
E-mail: mailnyc@nordanausa.com
www.nordana.com

Nordana USA

5200 Hollister Rd., Ste. 200
Houston, TX 77040
713-462-0668
Fax: 713-895-3274
E-mail: mailhou@nordanausa.com
www.nordana.com

NSCSA (America), Inc.

1049 Winsford Rd.
Baltimore, MD 21202
410-625-7000
Fax: 410-625-7050
E-mail: info@nscsaamerica.com
www.nscsaamerica.com

NYK Line (North America) Inc., Ro/Ro

925 Fell St., 3rd Fl.
Baltimore, MD 21231
410-534-5684
Fax: 410-534-4385
E-mail: nykroro.baltimore@na.nykline.com
www.nykline.com

Wallenius Wilhelmsen Logistics Americas, LLC

2310 Broening Hwy., Ste. 100
Baltimore, MD 21224
410-633-0880, 201-505-4000 (customer care)
Fax: 410-633-0892
E-mail: customerareamericas@2wgloball.com
www.2wgloball.com

MISCELLANEOUS RO/RO-RELATED SERVICES

Anderson Automotive Group/ Anderson Chevrolet Pontiac Buick

115 W. 25th St.
Baltimore, MD 21218
1-800-706-2713, 410-554-1427
Fax: 410-554-1563
www.andersonautomotive.com
www.andersonpontiac.com

Auto Driveaway Company

8143 Richmond Hwy, Ste. 205
Alexandria, VA 22309
703-360-8250, 1-800-928-0402
Fax: 410-467-7923
E-mail: autodriveaway@mindspring.com
www.autodriveawaydc.com

Baltimore International Warehouse Corp.

7646-56 & 7670 Canton Center Dr.
Baltimore, MD 21224
410-633-3500
Fax: 410-633-4147
www.biwt.com

Chesapeake Truck Sales, Inc.

8540 Pulaski Hwy.
Baltimore, MD 21237
410-682-4000
Fax: 410-391-4357
E-mail: truck@chesapeaketruck.com
www.chesapeaketruck.com

FLEXI -VAN

LEASING, INC.

"Fifty years of service to the Intermodal Industry"

■ Baltimore & Norfolk & Philadelphia Chassis Pools

* Tri-Axle sliders available

* 40-45 ft. extendable chassis available

■ Chassis and Genset Leasing

■ Chassis, Container, Trailer Repair

■ Over 165,000 Leasable Chassis



FLEXI-VAN SERVICE CENTER

4901 Holabird Ave. Baltimore, MD
(410) 633-2400 ■ FAX (410) 633-2544 ■ www.flexi-van.com

Davis Ship Service

1400 E. Clement St., P.O. Box 6309
Baltimore, MD 21230
410-625-2672
Fax: 410-625-2677
E-mail: davis.shipservice@mdnautical.com

DHL Global Forwarding of Baltimore

1901 Park 100 Dr., Ste. 200
Glen Burnie, MD 21061
410-863-4610
Fax: 410-590-6920
E-mail: joseph.giba@dhl.com
www.us.danzas.com

DMT Trucking, Inc.

1200 Chesapeake Ave.
Baltimore, MD 21226-1044
410-355-6060
Fax: 410-355-9028

Fleet Car Carriers

2700 Broening Hwy., Bldg. 401A
Baltimore, MD 21222
410-282-7719
Fax: 410-282-7784
E-mail: JRomans@fleetcar.com

Garfield Container Transport, Inc.

56 Maritime St.
Port Newark, NJ 07114
1-800-676-5384, 973-690-5310
Fax: 973-690-5310
www.garfieldtransport.com

HALO Transportation Group

8228 Fischer Rd.
Dundalk, MD 21222
410-477-4256
Fax: 410-477-4288
E-mail: info@halotransport.com
www.halotransport.com

HUMCO Inc.

6252 Frankford Ave.
Baltimore, MD 21206
410-485-4000
E-mail: humcoinc@aol.com
www.humcoinc.com

Kenneth Clark Co., Inc.

10264 Baltimore National Pike
Ellicott City, MD 21042
410-465-5116, 1-800-999-3450
Fax: 410-465-7397
E-mail: info@kennethclark.com
www.kennethclark.com

Regal Service Company

1501 S. Haven St., P.O. Box 509
North East, PA 16428-0509
716-736-2111
Fax: 716-736-2115
www.regalservice.com

SYC Logistics, Inc.

375 Floral Ave., Ste. 1 & 1090 York Rd.
Warminster, PA 18974
215-674-4820
Fax: 215-674-1293
E-mail: rhummer@5klogistics.com
www.5Klogistics.com

Transcontainer Transport Inc.

39 Broadway, Ste. 3001
New York, NY 10006
212-425-2278
Fax: 212-809-5620
E-mail: nycoffice@transcontainer.com
www.transcontainer.com



Best Western Hotel & Conference Center

5625 O'Donnell Street
Baltimore, MD 21224

For more information
call 410-633-9500
Or 800-633-9511

THE PORT OF BALTIMORE'S PREMIER HOTEL & MEETING FACILITY

- ✦ Closest hotel to Baltimore's Port
- ✦ 25,000 sq. ft. of meeting & event space
- ✦ Indoor pool & Fitness Center
- ✦ **Tradewinds** Restaurant & Lounge
- ✦ Complimentary Buffet Breakfast
- ✦ Business Center
- ✦ Ample Free Parking
- ✦ Scheduled shuttle to Inner Harbor



TOBY'S DINNER THEATRE OF BALTIMORE (ON THE MEZZANINE LEVEL)



November 25 – January 4 **A CHRISTMAS CAROL**
January 10 – March 15 **SOPHISTICATED LADIES**
March 20 – June 14 **BEAUTY & THE BEAST**

**CALL 410-649-1660 FOR RESERVATIONS
OR VISIT WWW.TICKETMASTER.COM**

Sales Of One-Way Shipping Containers

Containers

New/Used Sales

Rentals

20' X 40' Chassis

K&K INTERNATIONAL

STORAGE CONTAINERS



WWW.KKCONTAINERS.COM

410-574-5550 | 800-714-5550 | Fax: 410-574-0555
7030 Quad Ave. | Baltimore, MD 21237



If roads could talk, the Holabird Business Park at the intersection of Dundalk and Holabird avenues would have some war stories to tell. The office and warehouse complex is a stone's throw from Seagirt and Dundalk marine terminals. This property, with expansive green spaces bordering Colgate Creek, is home to a variety of Port-related businesses, but for most of the 20th century, it was a busy Army motor depot.

Established in 1918, the facility was home to one of the Army's elite Motor Transport Corps mechanics schools. The men trained there in the repair, maintenance and operation of the evolving technology of automobiles. Thousands of vehicles were shipped from Colgate Creek (then a navigable tributary of the Patapsco) to the expeditionary force in Europe during World War I.

During World War II, Camp Holabird was a development ground for the Army's first off-road vehicles. The Willys-Overland

Corp. was among 135 auto manufacturers invited to design a lightweight vehicle that could work as both a scout vehicle, replacing a horse, and not get bogged down like larger trucks when hauling cargo and troops.

The vehicle, known alternately as the "Beep," "Puddle Jumper" and "Blitz Buggy," became the Jeep after the war when Willy's trademarked it and began production of America's first sport utility vehicle. The amphibious DUKW vehicle was also developed and tested at the facility. Today, the vehicle is used for the famous Ride the Ducks tour of Baltimore. Also, the legendary "Superman," the 6x6 truck that was the workhorse of the Army, was developed in Dundalk.

The Army left what was then called Camp Holabird in 1972, but Baltimore's legacy as a motor transport hub and a major port for the shipment of material to war zones lives on.

THE ABOVE PHOTOGRAPH IS PROVIDED COURTESY OF THE BALTIMORE MUSEUM OF INDUSTRY AND IS PART OF THE MUSEUM'S BGE COLLECTION. VISIT THE BALTIMORE MUSEUM OF INDUSTRY AT 1415 KEY HIGHWAY ON THE SOUTH SIDE OF THE INNER HARBOR; CHECK OUT THEIR WEB SITE AT WWW.THEBMI.ORG; OR CALL 410-727-4808. THE MUSEUM IS OPEN TUESDAY THROUGH SATURDAY, 10 A.M.-4 P.M. AND SUNDAY, 11 A.M.-4 P.M.



PORTS AMERICA

THE LARGEST TERMINAL OPERATOR
AND STEVEDORE IN THE AMERICAS

PROUDLY SERVING THE PORT OF BALTIMORE

United States

Portland
Boston
Providence
Davisville
New York
New Jersey
Camden
Philadelphia
Wilmington, DE
Baltimore
Norfolk
Wilmington, NC

Sunny Point
Charleston
Savannah
Brunswick
Jacksonville
Port Canaveral
Miami
Tampa
New Orleans
Gulfport
Baton Rouge
Port Arthur
Beaumont

Houston
Galveston
Freeport
Corpus Christi
San Diego
Long Beach
Los Angeles
Port Hueneme
Oakland
San Francisco
Richmond
Stockton
Sacramento

Concord
Benicia
Portland
Tacoma
Seattle
Vancouver

Mexico

Altamira
Toluca
Lazaro Cardenas
Mazatlan

Chile

San Antonio



WAREHOUSING

OVERFLO

WAREHOUSE, LLC

3010 Nieman Avenue
Baltimore, Maryland 21230-2709
410-646-5200
web site: www.overflo.com

TOLL FREE — 1-800-626-0616
BALTIMORE
STORAGE & DISTRIBUTION

We Keep Our Customers' Customers Happy!

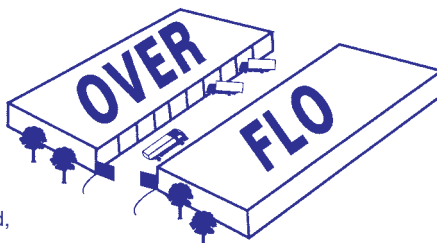
OUR SPECIALTIES

Value Added Services,
Packing, Labels

Ask about our hi-tech
sales plan. Pay only as
your products sell, with a
one-time charge.

Daily Deliveries: Maryland,
Virginia, PA, DEL, NJ

U.S. Customs Bonded,
Container Freight Station,
I.C.C. Transportation Broker.



**Family Owned & Operated
The Place For Space**

Best location in the entire
USA — Baltimore, D.C.

On Routes: I-95, I-70,
I-83, I-695. Within
minutes of all piers &
marine terminals.

Quick turnarounds on
Sea Containers.

Over 2,500,000 Sq. Ft. of
storage space,
10 locations.
alarmed/sprinklered.

OUR FACILITIES AND SERVICES INCLUDE

- Fire & burglar monitored
- Contract warehousing
- Food grade warehouses
- AIB Certified & monitored
- EDI Communication/XML
- Continuous safety & sanitation
- Pick, pack, labeling & multi-paks
- Computerized inventory control
- U.P.S. & FEDEX On Line System
- Heavy duty cranes
- 30' high ceilings on one floor
- Fenced-in paved lot 26 acres
- Palletizing, marking & assembly
- Storage of alcohol products
(licensed by State of Maryland)
- Flat-rate distribution
- 100 truck & 18 rail doors (12 inside)
- Packaging & crating
- Container stripping

• Food Grade Warehouses (AIB Certified)

E-mail: gary@overflo.com

Web site: www.overflo.com

ALL TYPES OF LIFTS & EQUIPMENT
EXTRA LARGE ROLL PAPER CLAMPS



EST. 1934



STORE YOUR OVERFLOW AT **OVERFLO**

WAREHOUSING